

# The Learning Clinic

putting research into practice

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To whom it may concern,

On behalf of The Learning Clinic Ltd (and our subsidiary Tigerteam Software Ltd), I am happy to confirm the contribution that the University of Portsmouth's research has made to our company.

We first became aware in 2004 of Portsmouth's work on predicting the risk of adverse clinical outcomes using routinely collected clinical data. This was through a mutual contact in the Vascular Society of GB & Ireland. This and later work, and the subsequent Knowledge Transfer Partnership that we ran with the University from 2005-2009, made a significant contribution to our VitalPAC product – the product that generates 80% of our current revenues. In particular, the ViEWS/NEWS early warning score forms an important component of the system in the way it assists nurses in real time in identifying patients whose condition requires attention. Without the collaboration with David Prytherch and Jim Briggs, we would not have had first mover advantage in the market for computerised early warning scoring systems for hospitals.

The main technical achievements have been the development of high quality user interfaces to the company's software products that convey effectively to clinicians the condition of their patients. Incorporating clinical outcome models that calculate the risk of a patient's mortality has been a crucial component of that. These achievements have made a significant contribution to the company's growth in sales and turnover. We reported an increase in turnover from £100k in 2006 to £1.3m in 2009 – this covers the critical period of the KTP value-add. In the same time period, our number of employees went up from 10 to 25. The research contribution supported our successful fund raising of >£1m of development capital from private investors in 2008.

Subsidiary achievements have been in the development of ways of monitoring the reliability of the IT hardware used on hospital wards (allowing more effect management of it), and in reviewing the security of these systems (as a result of a spin-off project arising from the KTP). The current product incorporates elements of both of these contributions.

The partnership has also been successful in forming an enduring relationship between staff at the company, the University and Portsmouth Hospitals NHS Trust (where many of the technical developments were prototyped, and upon whose data the models were constructed).

If you would like any further information, please feel free to contact me.

Yours faithfully,



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